



Broadband Business Planning, Operations and Roadmap

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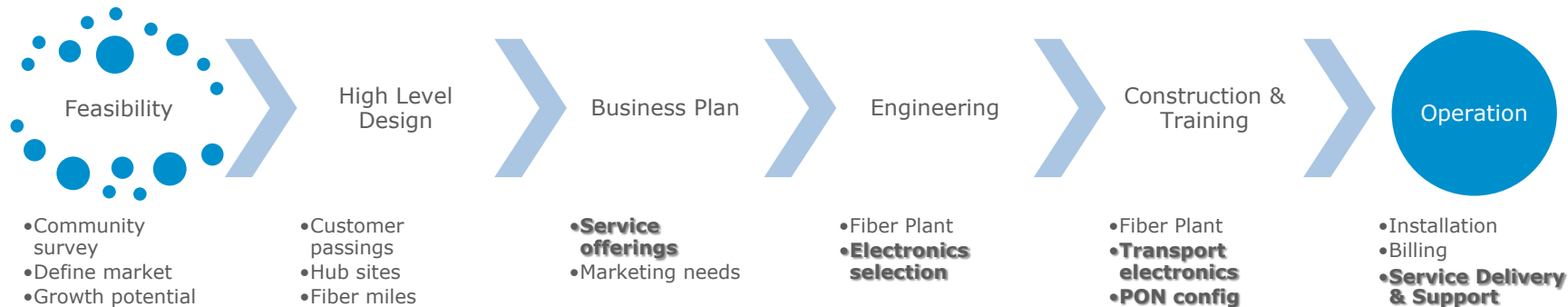
Agenda

- Broadband Grant Business Steps
- Portfolio and roadmap
- Smart Agriculture and IOT

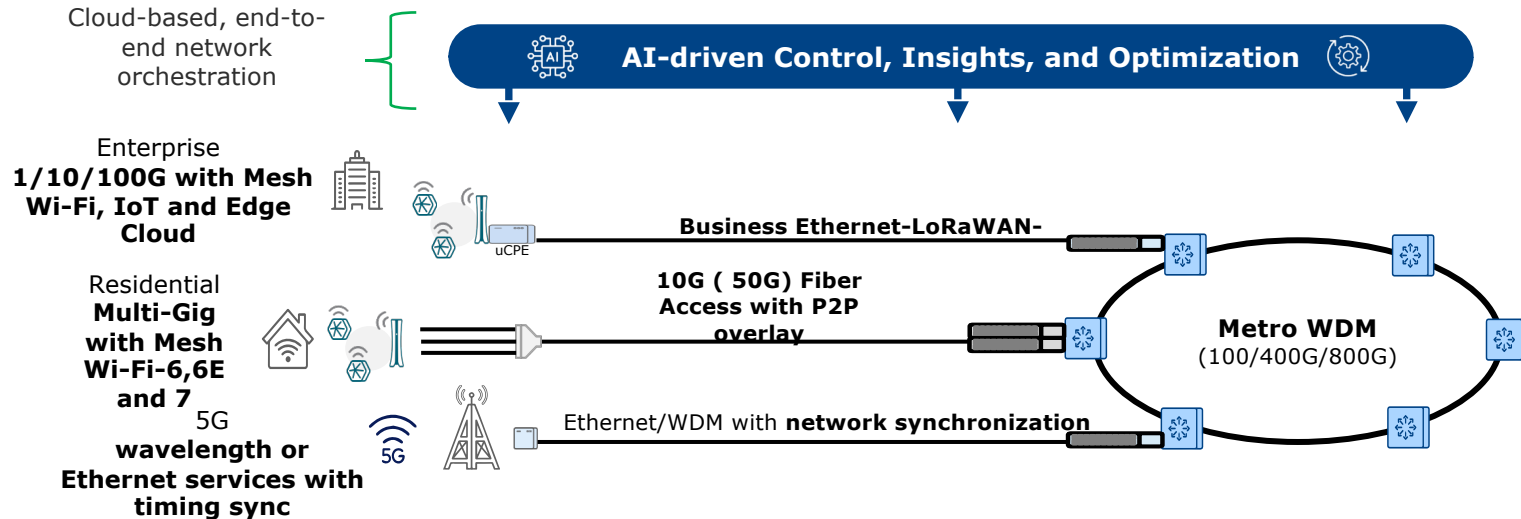


UNLOCKING THE FUTURE NETWORK

High Level Broadband Business Steps



Combined Fiber Networking Portfolio



**Global leader in AI-driven fiber
networking solutions from metro core to
customer premise**

PATENTED MULTIFUNCTION, CHEMICAL SENSORS

LOW-COST, RUGGEDIZED

Before Teralytic

- Flexibility & Functionality: Previous sensors lacked the capability to measure key soil nutrients including nitrates, phosphates, and potassium (NPK). Limited flexibility to expand to other nutrients.

- Accuracy & Selectivity: Many existing attempts at measuring soil NPK suffered from sensor drift and selectivity issues.

- Durability & Lifetime: Existing sensors were prone to failure due to harsh agricultural environments.

Reliable reference electrodes didn't exist or have a form factor that would work for agriculture.

- Costs: Existing solutions were \$2k-10k+;

After Teralytic

- Two years of R&D with IP 100% owned and created by Teralytic (patent pending), solved cost, durability, flexibility and accuracy issues.



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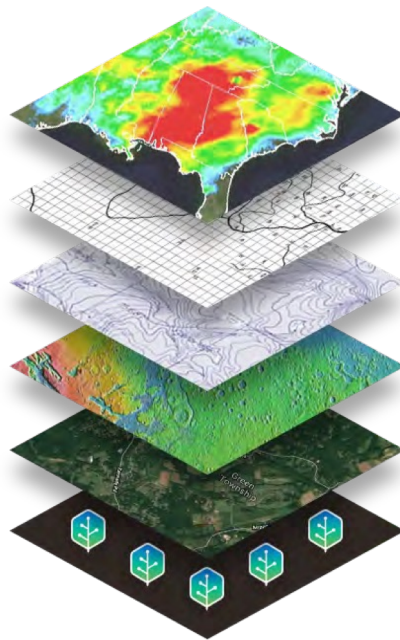
General Business
General Business

Proprietary and Confidential

WITHIN AGRICULTURE, SOIL IS LEAST DIGITIZED LAYER

digitized

non-digitized



Satellite, Drone Imagery

Weather, Microclimate

Mapping, Terrain, Elevation

Yield, Tractor

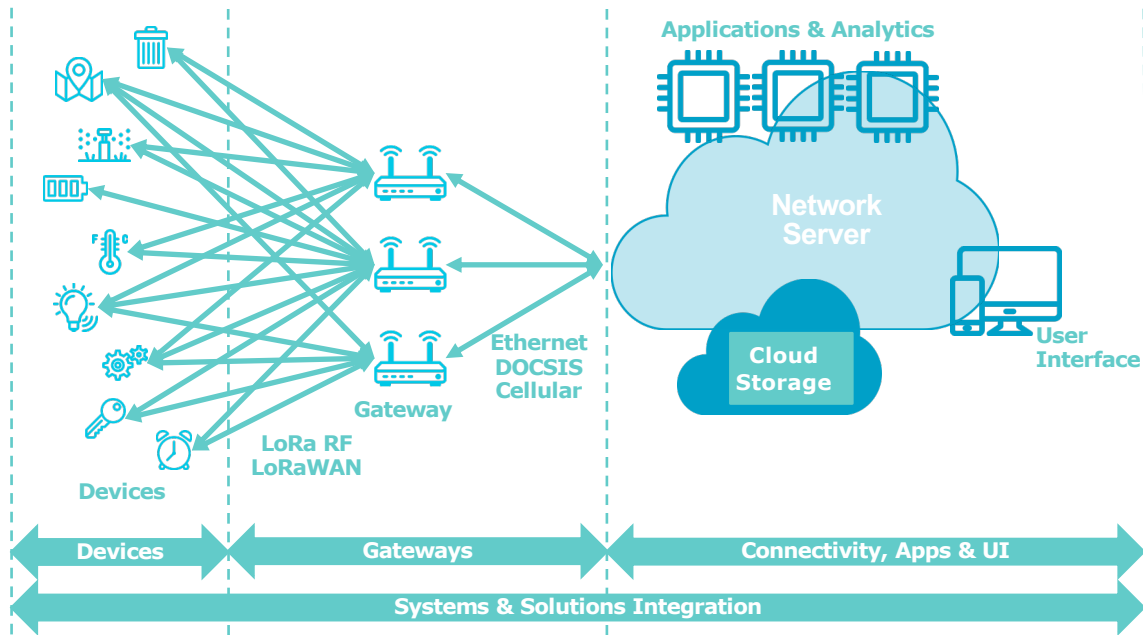
Soil and Terrain Data

The End Game

E2E IoT Solutions

LoRaWAN IOT Ecosystem

- Devices
 - Sensors
 - Controllers
 - Smart Devices
- Gateways
 - Indoor
 - Outdoor
- Connectivity
 - Network Servers
- Applications & UI
 - Network Server
 - Cloud Storage
 - Applications & Analytics
 - User Interface
- Systems & Solutions Integration



General Business

General Business

Adtran

Thank you!

Adtran at-a-glance

- Founded in 1985 (Nasdaq: ADTN)
- Headquartered in Huntsville, Alabama
- Regional U.S. and European manufacturing, engineering, and support
- \$563M Revenue (2021)
- 1335 Employees
- Broadband access market focus
- Major market adoption in North America, Europe and Australia

